



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

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*Most Recent News on Maryland's Business Incubators  
Presented by the MBIA ([www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org))*

*Vol. 37 May 2004*

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## INCUBATOR NEWS

### **Chesapeake Innovation Center (CIC)**

**Annapolis, MD**

[www.cic-tech.org](http://www.cic-tech.org)

Contact: John Elstner, email: [jelstner@cic-tech.org](mailto:jelstner@cic-tech.org)

#### ***New Tenant:***

- **Point2Point Technologies** – Russ Markhovsky, CEO

**Point2Point Technologies** develops mobile human tracking systems using radio frequency identification. The tracking devices potentially will be used to locate soldiers in the field or firefighters in burning buildings.

***New and Noteworthy:***

- The Chesapeake Innovation Center (CIC) has hired public policy expert **Kara Kiebler Franklin** as director of external affairs. Franklin, who has extensive experience in both state and federal government affairs, will assist the CIC's client companies with accessing government funding sources and selling their technologies and services to government agencies.

## **Higher Education and Applied Technology Center Aberdeen, MD**

[www.co.ha.md.us/economic\\_development/HEATCntr.html](http://www.co.ha.md.us/economic_development/HEATCntr.html)

Contact: Denise Carnaggio, email: [dbcarnaggio@co.ha.md.us](mailto:dbcarnaggio@co.ha.md.us).

***Graduate News:***

- **WebAd.vantage** has graduated to office space in the Havre de Grace Corporate Center. The 5-year-old website marketing agency, has been at the HEAT Center since January 2000, creates and implements measurable Internet advertising, search engine optimization and Internet promotional strategies.

## **Howard County Economic Development Authority's NeoTech Incubator Columbia, MD**

[www.hceda.org/thecenter/neotech.html](http://www.hceda.org/thecenter/neotech.html)

Contact: Carol Morrison, email: [cmorrison@hceda.org](mailto:cmorrison@hceda.org)

***New and Noteworthy:***

- **NeoTech** announced that it recently has accepted four female entrepreneurs into the NeoTech Prep program, a preparatory program for acceptance into the NeoTech incubator. They are:
  - **Lily Bengfort**, CEO of CENGEN, Inc., which provides decision makers with vendor independent expertise for network design and implementation
  - **Cheryl Thomas**, CEO of Genesis Technologies, Inc., a fiber optic cable and wiring installation firm which provides inside premise wiring
  - **Victoria Etienne**, CEO of Jireh Consulting, Inc., a software development company
  - **Laura McInerney**, CEO of McInerney Holdings dba "Geeks on Call," an on-site computer support services company.

***Graduate News:***

- **Plethora Technologies, Inc.**, has graduated from the NeoTech Incubator. The company has developed a secure remote computing platform designed to enable businesses and government agencies to tackle telework and disaster recovery applications.

## **Maryland Technology Development Center (MTDC) Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

***New Tenant:***

- **Novatarg Pharmaceuticals** – Dr. Fatemeh Mojtabai, president  
**Novatarg Pharmaceuticals** is a biotechnology drug discovery company that develops disruptive nanobiotechnologies to understand proteins and design more effective drugs.

***New and Noteworthy:***

- **20/20 Genesystems**, a tenant of the MTDC since 2001, recently launched BioCheck™. BioCheck is a test kit that helps first responders screen suspicious powders for bioterrorism agents such as anthrax and ricin toxin.

***Graduate News:***

**Panacea Pharmaceuticals, Inc.**, a 2002 MTDC graduate, has been awarded a Small Business Innovation Research (SBIR) grant from the National Institute of Aging (NIA). The grant will provide the company funding to develop neuroprotectants for stroke and other ischemia-related conditions.

**techcenter@UMBC**  
**University of Maryland Baltimore County**  
[www.umbc.edu/techcenter](http://www.umbc.edu/techcenter)

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

***New and Noteworthy:***

- **Boston Life Sciences, Inc. (BLSI)** has reached a binding agreement with the FDA for its protocol design for a new Phase III clinical trial of its development-stage product, Altropane. Altropane is a radioimaging agent that will differentiate Parkinsonian tremors from non-Parkinsonian tremors. BLSI is a development stage biotechnology company developing novel diagnostics and therapeutics for Parkinson's Disease (PD) and Attention Deficit Hyperactivity Disorder (ADHD) as well as treatments for cancer, autoimmune disease and central nervous system disorders
- **Scientific Products & Systems, Inc. (SP&S<sup>TM</sup>)** has been awarded \$100,000 in follow-up financing by ASM Resources, Inc. SP&S, which develops and markets precision fluid-handling dispensing systems to pharmaceutical and bioscience companies worldwide, will use the funding to expand marketing and sales efforts.

***Graduate News:***

- **AthenaES**, a biotechnology company specializing in the development and commercialization of advanced biotech-based products, has introduced a new product, the Protein Refolding Kit. The product is used to define the best buffer system for refolding denatured proteins.
- **Cybergroup, Inc.**, a professional services firm with expertise in Internet and Intranet business strategies, marketing and technology solutions, is partnering with TRI-COR Industries of Lanham, Md. The two companies will deliver to the Federal Emergency Management Agency (FEMA), Knowledge Center, a Web-based reference tool that stores and retrieves information on laws and regulations related to agency activities.  
**Cybergroup, Inc.**, also has been selected to provide its incuTrack software to the University of Illinois's business incubator, EnterpriseWorks. incuTrack will automate the incubator's administrative and strategic information technology needs.
- **In Vitro Technologies, Inc. (IVT)** will be honored as one of Baltimore County's Best Small Businesses on May 6, 2004 at an event celebrating the 20<sup>th</sup> anniversary of Baltimore County's Small Business Resource Center. IVT provides innovative in-vitro testing services and products for studying in-vitro chemical-biological interactions.

**Technology Advancement Program (TAP)**  
**University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Sarah Djamshidi, email: [sjam@umd.edu](mailto:sjam@umd.edu)

***New Tenant:***

- **Innovative Biosensors** – Joe Hernandez, founder and CEO  
**Innovative Biosensors** develops and manufactures rapid, portable testing systems for the detection of pathogens.

***New and Noteworthy:***

- **Advanced Thermal and Environmental Concepts, Inc. (ATEC)** has won new Small Business Innovation Research (SBIR) grants totaling \$169,800 from NASA and the Air Force. ATEC develops smart miniaturized thermal management technologies for various mechanical, electronic and high-tech environments. The company will use the funds to develop a new high thermal conductivity heat sink and a heat-flux-based calorimeter for active thermal coatings.
- **Innovative Biosensors**, which develops and manufactures rapid, portable testing systems for the detection of pathogens, has been awarded a Maryland Department of Business and Economic Development (DBED) Challenge Investment of \$50,000.
- **ProteinOne**, a proteomics biotechnology company that catalogs, develops, customizes and markets purified, biologically-active proteins and protein array platforms, has been awarded a \$1.2 million Small Business Innovation

Research (SBIR) grant to further its development of protein delivery systems. ProteinOne also has added two new full-time employees, including an inaugural Director of Sales and Business Development. Additionally, the company has won new contracts from Johnson & Johnson and Functional Genetics.

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## UPCOMING EVENTS

### **Technical Innovation Center (TIC) – Lunch and Learn Programs: “Neutralizing Competition” and “Managing Organizational Effectiveness”**

The Technical Innovation Center (TIC) at Hagerstown Community College this month will hold the final two sessions of a four-part education series from the Wharton School of Business. “Neutralizing Competition” is scheduled for **Wednesday, May 5, 2004**, and “Managing Organizational Effectiveness” for **Wednesday, May 19, 2004**. Both sessions will be held at 12 p.m. in the TIC conference room.

For more information and to register, call 301-790-2800 ext. 399, or email [lungj@hagerstowncc.edu](mailto:lungj@hagerstowncc.edu).

### **Early Stage East’s Seventh Annual Capital Fair**

Early Stage East’s Seventh Annual Venture Capital conference will be held in Wilmington, Del., on **May 10, 2004 and May 11, 2004**. The event will feature 35 companies presenting their business growth strategies to an audience of investors and industry supporters.

For more information, please visit [www.earlystageeast.org](http://www.earlystageeast.org).

### **techcenter@UMBC – “Great Biotechnology Alone Does Not Equal Success”**

The techcenter@UMBC will hold an informational program, “Great Biotechnology Alone Does Not Equal Success: Marketing and Commercialization Pitfalls on the Road to Establishing a Viable Business for a Life Science/Biotech Company.” The program will be held **Tuesday, May 11, 2004** from 12 p.m. to 1 p.m. in the Viewing Gallery at the University of Maryland Baltimore County. Larry Bruder of Popper and Company will discuss some of the market- and business-oriented problems that can occur in the early stages of growth for a young bioscience business.

For more information and to RSVP, email [techcenter@umbc.edu](mailto:techcenter@umbc.edu) or call 410-455-5900.

### **The Emerging Technology Centers (ETC) – Brown Bag Lunch Discussion: “Services and Programs Provided by the Mayor’s Office of Employment Development (MOED)”**

The ETC will hold a brown bag lunch discussion, “Services and Programs Provided by the Mayor’s Office of Employment Development (MOED),” on **Wednesday, May 12, 2004** at 12 p.m. The discussion, to be held at the ETC’s Baltimore offices, will include information on free prescreening and referral services, as well as hiring and training grants available to employers. Kip Kunsman, Workforce Development Coordinator at MOED, is the guest speaker.

For more information and to RSVP, please call 410-327-9150 or email [kanderson@etcbbaltimore.com](mailto:kanderson@etcbbaltimore.com).

### **TEDCO – Funding Briefings**

This month TEDCO will hold two informational briefings to present details of its capital funding programs. The briefings will be held on **Friday, May 14, 2004** from 2 p.m. to 3:30 p.m. at TEDCO’s Columbia offices, and on **Friday, May 28, 2004** from 2 p.m. to 3:30 p.m. at the Technology Assistance Center in Lanham, Md. The briefings will teach companies how to use TEDCO’s capital programs to help develop and transfer technology from Maryland universities and federal laboratories to the marketplace. Companies will learn details of the various programs, eligibility

requirements, guidelines for effective proposals, proposal submission and the review process, among others. Cost is free, but registration is required.

For more information and to RSVP, contact Linda Saffer at 410-715-4175 or [info@MarylandTEDCO.org](mailto:info@MarylandTEDCO.org).

## **Chesapeake Innovation Center (CIC) – “How to Win SBIR Financing”**

The Chesapeake Innovation Center (CIC) will hold an educational workshop on Small Business Innovation Research (SBIR) funding, “How to Win SBIR Financing,” on **Tuesday, May 18, 2004** from 8:30 a.m. to 6 p.m. at its Annapolis offices. John Davis, one of America’s leading SBIR experts, will present details of the award and how businesses can increase their chances of winning.

For more information and to register, visit [www.sbir.us](http://www.sbir.us) (follow the SBIR Course link) or call 410-315-8101.

## **UMBC’s Alex. Brown Center for Entrepreneurship – Smartaccelerator Workshop**

UMBC’s Alex. Brown Center for Entrepreneurship will hold its next Smartaccelerator workshop on **Monday, May 24, 2004 and Monday, June 7, 2004** from 9 a.m. to 5 p.m. The Smartaccelerator program is for CEOs and senior management teams of start-up technology companies and provides training, networking, introductions to funding sources and technical assistance.

For more information, contact Vivian Armor at [armor@umbc.edu](mailto:armor@umbc.edu).

## **The College of Southern Maryland’s Entrepreneur and Leadership Center – “The Nuts and Bolts of Running a Small Business”**

The Entrepreneur and Leadership Center at the College of Southern Maryland will host the next session in its series of small business community outreach seminars **Friday, June 4, 2004** from 8:30 a.m. to 12:30 p.m. “The Nuts and Bolts of Running a Small Business” will include sessions on finance and sales and provide information on accessing local small business resources.

For more information, visit [www.csmd.edu](http://www.csmd.edu) or call Jayne Hunsinger at 301-934-7581.

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## **MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)**

**[www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)**

### **Governor Ehrlich Announces \$20,000 Grant to Support a Joint R&D Project Between APG and 20/20 GeneSystems**

Governor Robert L. Ehrlich, Jr. announced an award of \$20,000 from the Maryland Technology Development Corporation (TEDCO) to support an agreement between Rockville, Md.-based 20/20 GeneSystems and the Edgewood Chemical Biological Center (ECBC) at the Aberdeen Proving Ground (APG). The agreement, a Cooperative Research and Development Agreement (CRADA), will allow 20/20 GeneSystems to develop a rapid, accurate test to determine whether an individual has been exposed to low-level organophosphate nerve agent. □

□ 20/20 GeneSystems plans to create a hand-held assay (analysis device) that can help emergency personnel to triage citizens potentially exposed to weapons of mass destruction. The device would complement the company’s BioCheck product now on the market and sold to dozens of first responders throughout the United States.

□

### **The State of Maryland Awards \$25,000**

## **to Allegany County Department of Economic Development for Incubation Feasibility Study**

TEDCO announced an award of \$25,000 to the Allegany County Department of Economic Development for an Incubator Feasibility Study. The funds, which will be matched by \$25,000 from the county, will be used to hire a consultant, who will assess the opportunity for developing a business incubator in the county.

The Allegany County Department of Economic Development has issued an RFP for qualified consultants to submit proposals to research and write the feasibility study. The research will be local and regional in its scope and includes analyzing industry sectors for entrepreneurial activity, identifying financial and human resources, providing optimal facility designs, and developing an operating plan for the incubator. The study will make recommendations to the county on the feasibility of an incubator project.

For more information, please visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

## **Recommendations to Expand Affordable Broadband Access in Western Maryland are Announced**

The Tri-County Council for Western Maryland and TEDCO released findings from a study to expand affordable broadband communications options for businesses in Garrett, Allegany and Washington Counties. Funded by the U.S. Economic Development Administration (EDA) and the Appalachian Regional Commission (ARC), the detailed report includes 18 policy recommendations that build upon seven specific goals for the region. The research was compiled from the survey results of 174 Western Maryland businesses with 10 or more employees, and one-on-one personal interviews with more than 90 businesses, key industry players and prospective partners.

For more information, including the recommendations and a full copy of the report, visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

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*The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

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